

## **Winning with Leadership Slide Notes**

**Slide 1... “Winning W/ Leadership” When I think of Leadership especially winning, I think of the years I spent on the athletic field. From football, to baseball, to soccer competing as an athlete has molded and shaped many of the leadership skills I have today. From being an athlete to now coaching, athletics have been a great part in creating the leader I am today.**

**Slide 2... I have only coached one team to a championship. This is my 2008 11 year old basketball team. And in basketball at this level teaching the kids the different basketball positions and positioning themselves on the court is very important. In this championship game the kid kneeling on the far left hit three 3-pointers at the end of the game to help us win the championship. This was the first game he had ever scored in, but this was the first time we had actually given him an opportunity.**

**Slide 3... A goal of mine through athletics is to create character based leaders through coaching my kids in athletics. However sometimes being a real leader and doing what is right may not be popular. Nelson Mandela was a leader who stood for something right, but he paid a high penalty for his leadership. Leadership can be tough at times, and sometimes it seems like in doing what is right, you lose.**

**Slide 4... This is my football team, we never won any championships. I coached this team for 4 years and our first year was our best record. One game I made a character based decision that another coach did not like, and I lost two of my best players. Now we never had another team like the one in the first year, but we did help mold and shape a lot of good young athletes who understand winning is good, but winning isn't everything.**

**Slide 5...In our office we have some staff photos in a top down pyramid format. Similar to the way you see in this setup I have displayed. In many ways this staff photo looks like a defense when you take the names and allow only the Xs to remain. In this slide I relate different football positions to an operational WFO staff. For instance the lineman consist of Journey Forecasters, Interns, and HMTs these folks are often overlooked, yet they are the heart of our operations. Senior Forecasters are outside linebackers, they help contain or maintain everything that goes on in operations, their goal is to try not to let operations get out of hand. SOO and WCM are inside linebackers, they fill the gaps and help position the operational staff. ASA and ITO/ESA are cornerbacks, because generally they set on an island all by themselves, but when they offer support and do good jobs, they often make things a whole lot easier for the guys in the middle.**

**Slide 6...Dan Rooney owner of the Pittsburgh Steelers. He is also the Chairman of the NFL Diversity Committee. Recognized as the author of the Rooney Rule. Rooney is not the typical NFL owner, he still walks to the stadium on game day from his home, greeting Steeler fans along the way. During the training season he eats lunch with the players, waiting in line just like everyone else. Rooney stresses that relationships are important to him.**

**Slide 7...Leaders have to position themselves for respect.**

**Slide 8...This is the driving statement behind Rooney's passion for diversity. His dad often stated this to him when he was a little boy and it is something that he holds close to his heart.**

**Slide 9...Vincent Thornton is a friend of mine and an ex-Alcoa executive. In climbing the corporate ladder he did not value relationships, even personal relationships. This guy would step on his wife and mother if need be to reach the top. After realizing some of the things he had done to reach corporate success, he resigned from Alcoa to pursue a stronger relationship with his family and to reassess his career.**

**Slide 10...Doyle Adams is one of my mentors. And he has often planted this statement in conversations we have had, He usually says, “Bill your talent and skills may get you there, but it is your character that keeps you there.” Modern day examples Michael Vick, Pac-Man Jones, etc.**

**Slide 11...This slide kind of speaks for itself...its not if you win its how you win.**

**Slide 12...This statement came from a book I have been studying entitled, “Influencing Like Jesus” Jesus was a relationship builder, people were important to him.**

**Slide 13...The focus of this slide is the word trust.**

**Slide 14...During one of Tony Dungy’s years of serving as Defensive Coordinator under Denny Green for the Minnesota Vikings. He was asked if Denny Green got fired would he take the job. Dungy said, NO. The questioner followed by saying, that if Green got fired would not be taking the job, you would just be filling the vacancy. The statement in the slide is what followed, the focus word in this slide is loyalty, a sometimes forgotten word.**

**Slide 15...Rooney has actions to back up his words.**

**Slide 16...The Rooney Rule.**

**Slide 17...The league and other teams have benefited have benefited from following the Rooney Rule. They all have made it to the Super Bowl, although Tampa made it under John Gruden, many people give Dungy a lot recognition for that team.**

**Slide 18...Sometimes leaders have to make tough decisions. This was Rooney’s statement after hiring Mike Tomlin, he had to very good Steeler assistants Ken Whisenhunt Head Coach of the Cardinals, and Russ Grimm. Both were highly qualified and he took some heat from the media and the fans after the selection of Tomlin, but he felt Tomlin was his guy, so this statement was made around this tough decision.**

**Slide 19...Some Southern Region Diversity Goals**

**Slide 20...Mr. Proenza often ends his presentations with this statement President George W. Bush made, “Government closest to the people, serve best.” I just modified it some.**